

# *Mastering Mental Magic*

=====BY=====  
HARRY J. GARDENER



Monograph No. 5







# **Mastering Mental Magic**

(MONOGRAPH No. 5)

—By—

**HARRY J. GARDENER**

## **SPECIAL ATTENTION**

"MASTERING MENTAL MAGIC" is an Educational and Inspirational Course of Study, especially written and intended for INDIVIDUALS.

The beneficial results that you will gain from this Monograph will, of course, be in exact proportion to the enthusiasm and GOOD JUDGMENT with which you employ this information in your daily life and affairs.

Get started first in a small way, never over-exert. Regarding this, you are, of course, your own physician, meta-physician, and counsellor.

The time in which to get started on this marvelous undertaking -- your self-improvement and self-expansion in all the Departments of Life -- is very short; therefore, a very wise individual is he who starts this wonderful work at once, regardless of whatever his present conditions may be.

Continue to increase GRADUALLY -- a little every day. Do this and you will be amazed at the marvels that you will accomplish in a short period of time.

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## P R E F A C E

What is your reaction to a richly decorated table, laden with tempting food and fairly groaning under its burden? You want to eat some of the food if you're hungry, don't you? You know food will spoil eventually unless it is eaten, so you decide the best thing to do is to consume some of it.

And your reaction is absolutely practical.

This monograph is brimming over with tempting ideas, rich with thought and stimulation. I hope each one of you students will be as sensible about "eating up" this information and making it a part of you as you would be if it were a table of marvelous material food!

In the first half of this monograph I shall tell you about "PSYCHIC HOUSE CLEANING." I will give you an exercise which will enable you to shut out the influences of other minds from your consciousness and to really think for yourself. I will explain all this by giving you some practical examples of just how you can analyze a particular problem that's bothering you and settle it to your very best interests.

In the second half, MASTERING MENTAL MAGIC," you will find some absolutely new ideas on the control of thought, how to make thought work for you to your best advantage. Then, to give you something with which you may spend a good many pleasant hours, I explain fully several dynamic secrets of the art of mental telepathy and mind-reading.

When you've read over these ideas carefully and put them into practise, you'll understand why I compare them to food on a table. They will be food for you -- "mental food," of course. And you'll grow to be the mental giant you always wanted to be by the "eating" of this "food."

Go ahead now with the reading of this monograph. Keep in mind just how you will apply each of the ideas to your daily life. And when you have read the manuscript thoroughly, try out this wonderful information exactly as I have given it to you.

See what a difference they make in your process of thought! See how they add confidence to your judgment and color to your personality! Try out these new ideas, and the next few months will find you enthusiastically climbing toward undreamed-of heights and sounding hitherto unheard-of mysteries. You will have a new personality. And the world about you will become a richer, more dynamic place in which to live gloriously!

The Author



# MASTERING MENTAL MAGIC

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## Part One -- "PSYCHIC HOUSE CLEANING"

Have you ever lived near a family that was "blessed" with a great overflow of children, cats and dogs? I suppose you have. And can you remember how they ravaged the neighborhood daily, quarrelling with other children, "ganging up" on deliverymen? Do you recall how their dogs chased your dogs and always were the first to pick a fight to say nothing of killing your chickens and scratching up your vegetable and flower garden? You probably remember how their cats kept you awake at night and were constantly after your pet canary.

The only sensible solution to the problem would have been to build a formidable brick wall ten feet high about your property, with the top of it nicely barbed and wired for shocks. Then, too, you'd want a good, solid iron gate with an enormous padlock. Behind all that fortification you could rest in peace, feeling that at last you had shut out strife and turmoil and all the annoying influences from your life.

Do you realize that other people's thoughts are exactly like the aggravating children, cats and dogs of unpleasant neighbors? Their thoughts wander boldly in upon your consciousness, take complete possession of it and start crowding out your own original thoughts. Their mental dogs start ravaging your mental garden, and you have nothing left but a tattered stretch of a mental "No Man's Land."

Let me give you an illustration of how thoughts travel. Of course, everyone is familiar with the fact that there are dozens of radio waves sent out daily from dozens of separate radio stations. You have proof of that when you dial for a certain program. Well, if your radio allowed all these waves to come in at once, you'd soon go quite mad listening to the horrible conglomeration of noises and confusion.

Before we go any further, let me give you an idea as to where outside thoughts come from -- so that you'll be able to distinguish them from your own later on. You'll want to know from just where these powerful influences radiate that make us so completely dizzy and fuzzy-minded at times, so negative and nervous.

Let me give you their sources:

A- Outside thoughts issue from any mind strong enough to overpower your consciousness and impress you with theirs.

1. These thoughts often come from strong minds -- from



those of lawyers, judges, powerful business executives, philosophers, religionists.

B- Outside thoughts often come from people who are highly emotional -- from their states of emotion.

1. These states of intense emotion are as follows --

- |             |               |
|-------------|---------------|
| (a) Fear    | (g) Passion   |
| (b) Hatred  | (h) Jealousy  |
| (c) Revenge | (i) Sorrow    |
| (d) Lust    | (j) Remorse   |
| (e) Anger   | (k) Pain      |
| (f) Greed   | (l) Self-pity |

Even a very weak and feeble mind, when once aroused to a high pitch, can send out wave after wave of the most terrible destructive thoughts. Anger is perhaps the most common and most damnable emotion of all.

C- Outside thoughts come from people (although a limited few who actually know how to insinuate their thoughts into the conscious minds of others, causing the victim to feel and do things entirely foreign to his nature or his own thought. Horrible crimes have been committed under such influences by people who have been the medium for evil magnetism.

D- Thoughts from the "other world" -- the astral sphere.

1. Thoughts may come to us very clearly from the other world - the world of spirits. You see, there is very little difference between the dead and us. The main distinction is that we have a physical garment called the body, which clothes our spirit, while the discarnate spirit has no physical covering.

Thoughts from the spirit world simply drift in upon us like thoughts from the minds of living people.

E- Like in "C" there are a few negative souls in the astral sphere who know how to use malicious mental magnetism to their own purposeful advantages. They have the secrets of strange "black magic" rites, and they can perform strange things through the use of other people's minds, through those of the living. Revenge, hatred and jealousy would be a discarnate being's only reasons for directing evil to an earth-dweller.

F- Trouble from those spirits of the lower astral plane who never have worn a physical body, but who delight in having



a "finger in the earthly pie."

Most evil spirits or disembodied souls are constantly in fear, in a state of hatred and revenge. At times their emotions rise to such peaks that minds, both in and out of the flesh, feel these vibrations.

I have told you these things so that you'll understand how simple it is for a mind to become merely a chaotic echo of all vibrations seen, heard or felt, and to the extent that one is unable to determine where his own thoughts begin or end. In a majority of cases, the average person who admits outside thoughts to his consciousness even allows them to make decisions for him.

It isn't possible to think clearly when one allows a universal wave of mixed-up thoughts to sweep in on his consciousness. It's little wonder that the average person never makes much mental progress during a lifetime. All his reasoning is colored by the emanations of other minds. Some minds almost paralyze his reasoning ability, especially if they are a group of minds which think along the same channel.

The space about your being actually is seething with misinformation from misinformed minds. Of course, a great many powerful thoughts are true ones, and many of these are financial. Some come from great minds, which deal primarily in millions of dollars, so they are of little practical use to the average person, even if he should pick them up and attempt to use them.

The financial ideas you usually pick up are from people in a highly disorganized emotional state -- people on the verge of losing their possessions. When such negative financial thoughts are picked up by your mind, they completely derange your reasoning ability and induce you to do the wrong thing.

I can hear you say that there ought to be a way out of this horrible, malicious mental magnetism. Of course, there's a way out of it. You can close your mind utterly to outside thoughts whenever you wish, and use your own mind and your own clear reasoning ability.

That is the purpose of this course. I want to show you how to reason and judge for yourself -- absolutely unmolested and uninfluenced by outside thoughts and emotion.

-oOo-

I am going to give you an exercise which will enable you to think with your own mind. Probably for the first time in your life, your consciousness will be unclouded by outside thoughts. To begin, seek a place where you can be absolutely alone. No matter if you live



in a great city, there always is some sort of opportunity of getting away by yourself for a few minutes. You may even have to lock yourself in the bathroom to do it, but you'll find it worthwhile.

Now get your problems prepared for swift mental action.

Proceed as follows:

1. Close your mouth and press your teeth together.
2. Press the tip of your tongue against the upper row of front teeth.
3. Force your lower lip out, and bring it up a short way in front of the upper lip. (Almost like a tin-type of grandpa in the seventies and eighties.)
4. Next, tilt your head slightly backwards, and your chin will raise automatically. Now, slightly tense the neck muscles.
5. With hands hanging at your sides, grasp the right thumb with the right front (index) finger. The finger should cross the thumb at about the base of the nail -- that is, about half-way between the end of the thumb and knuckle.
6. Do the same with the left thumb. Hang on to them quite tightly, but never hard enough to hurt or tire you.
7. Push out the abdomen slightly, as if you had just eaten a generous meal.
8. Stamp the right foot down on the floor or pavement very hard; or at least hard enough to make it tingle slightly on the bottom.
9. Do likewise with the left foot. Stand perfectly erect, with both feet flat on the floor.
10. Be quiet now for a moment of two until you feel yourself getting calm. Then tighten up slightly on all of your muscles, and you are ready to start reasoning. ALL OUTSIDE THOUGHTS NOW ARE CUT OFF!!

Start with your first problem. And to your vast surprise, you'll find that you are totally unable to obtain a good thought on the subject. Why is this? Well, it's because you've allowed others to reason for you so long that you've practically incapacitated your own reasoning ability. However work up a little enthusiasm and with the



aid of some will power, the reasoning processes will begin to act. There won't be much action at first, but as you practice, there will be results.

In the beginning, it's a good idea to work on one problem until you've attained a good answer. There's a possibility that you may be wrong just at first, but eventually you'll find the right answer, one of which you can be certain.

If your mind starts to wander from the original thought, just cinch up a bit on some of your muscles, and your mind will return to the problem. Tighten up slightly on the right thumb, or on both thumbs. And if necessary, tighten up on all of your muscular action.

Analyze your problem from every possible angle. Know it so well that you are able to see both sides of it equally well.

Don't be discouraged if reasoning ability doesn't leap to your aid. Remember, you've been letting your mind go begging so long that it will take some little time for the mind to get over the shock of complete independence.

Now after you have tensed all your muscles, as I have described, it is a good idea to wait several seconds, or even sometimes a minute or more, in complete receptivity. See if you do not feel a wonderful superiority surging through you when your muscles are tightened, your lip protruding, and your head haughtily erect. It will be a marvelous feeling. When you possess a sufficient amount of this feeling you not only can master yourself, but can be the conqueror of a nation as well.

Of course, you understand that after you are able to reason well while alone in a tense muscular state, later you will be able to shut yourself off from the world of thought simply by pressing the tongue against the teeth and closing the jaws tightly. You can do this in a crowd or anywhere, for no one can see you doing it.

You always can insulate yourself against "high-pressure" salesmanship in this way. That one point alone will be worth thousands to you. With a little practice, your new reasoning ability, working in harmony with your subconscious mind, will warn you when falsehoods and lies are passed your way.

After a little while of keeping your mind's door closed to outside influences you will find that you can do splendid reasoning. You'll be right fifty out of a hundred times! With a little more practice you'll hit seventy-five times out of the hundred. And finally, after you've made quite a name for yourself, you'll be able to make ninety-nine times out of a hundred!

When the other fellow has a long streak of healthy success, we



often call it "good luck" and envy him for his "break." But not as much of his success was due to luck as you may think. It was just good reasoning, free from unsound thinking of poor minds or chaotic influences.

I don't blame any of you for not doing better by yourselves than you have. When you stop to think how very little of your reasoning was actually your own, it's really remarkable how you've gotten as far as you have. But from now on, everything's going to be different. You're going to exclude everyone's thoughts from your mind except those that are your very own. You're going to build a high wall around your dwelling -- with the huge padlock on the iron gate. And you're going to be the gatekeeper, with the only key to the premises!

Now, in order to clarify the matter in your minds, let us study a few examples of questions and answers on the subject of individual reasoning. Let us take a problem in the rough and go about analyzing it. Here is a specific example:

"I am a young man, twenty years of age. I have an excellent education and take a great interest in life and people, but I feel that my love life is sorely neglected. How do I treat this problem?"

First of all, go into your room, or wherever it is you practice the shutting-out method of reasoning, and follow the exercises I have given you on page 6. Consider the possibilities of marriage in direct relation to yourself. Ask yourself all the questions on this subject you can possibly think of, and answer each one of them honestly.

"Do I make enough money to get married? My salary is twenty-five dollars a week. Could I get an apartment, pay for food, clothing and incidentals for two on a hundred a month? Does my present job offer me enough chance of advancement to insure a marriage at this time, or should I wait another year until I'm making twice this amount?

"Could I give my wife nice clothes, so that she'd feel happy in going about with her old friends? Could I dress myself as well as I do now if I were dressing a wife, too?"

Answer all these financial questions completely and honestly to your own satisfaction, and then go on to the next phase.

"What about my physical self? Yes, my health is good. I have very little sickness, only two or three colds a year. No internal troubles, no sexual abnormalities. Would I be properly fitted for fatherhood? Am I well enough educated along the lines of hygiene to make smooth the natural relations with my wife? Am I physically attractive -- enough so that a woman would not tire of me? Would a wife



desire me?" Meditate on the Physical and see what you lack. Figure out how you could complete that lack with something desirable.

"Am I mentally prepared for marriage? Would the woman I marry now be suitable for me five years from now, when my mind grows up? Would I be like others I have known who have realized their mistake after a few months of matrimony and bitterly regretted it? "

That's what I mean by looking at your problem from all sides. Don't let it go with one "sitting" through. Analyze it a number of times, or until you finally know what you should do.

Continue to reason on the matter --

"I believe I must learn to know women better if I am to fit myself for the choosing of a mate. Right now I am too much in the formation period to decide definitely on one woman. To be absolutely honest with myself and others, I must make more contacts and know more people.

"No, I think I shall wait until I'm twenty-five before I get married. I know I haven't met the right girl yet, and I also know that I have never been in love. How could I think of getting married before I know the difference between infatuation and love?

"I ought to benefit by intelligent thought for a few more years before I marry. I shall have deeper friends of the opposite sex, and try to understand all women better through them. I shall treat them honestly and see how they respond.

"There is no better way to learn the things I must know than by actually discovering how they work out in my relation with young women. As I said before, I haven't met anybody yet who interested me to the extent of my wanting to marry her. Maybe the next year or so won't even bring anyone. But by the time that person comes along, I'll know enough to handle the situation intelligently.

"No, I won't think about getting married for about five years yet. By that time I'll know so much more about it that the problem won't be a problem at all, but merely a matter of getting married if I am in love. And by that time I'll be very glad I waited."

That's what we mean by reasoning out your problem from all angles. You're not allowing anyone else to influence you, but only looking about you and seeing what has happened to other people who have married at your age. And if you reason your problem out like this, you'll thank yourself later for it. And if you reason as thoroughly as possible, you'll be satisfied with your answer and gain immeasurably from it.

Take another problem, and see what thought can be given to it:



"Should I remain on the job I now have at a fairly good salary, which has no future, or accept a position paying less, but with all the earmarks of a wonderful advancement in the end"?

"First of all, what makes me think I have no future with my firm? I am making good money, steady pay. The firm I am with has a national reputation, and it really is an honor to be numbered among its employees. If I leave my present position, my salary will be cut almost in half. I could, of course, get along on a smaller salary, because I have no dependents and I've saved quite a bit of money in the past few years. My new position would incur no investment, but am I willing to make the sacrifice now for the ultimate gain?

"Then, too, maybe my present position has a future after all. But I've looked the business over from every possible angle for several years, and I can't find any new field which has been left undiscovered.

"Let me consider how well-fitted I am physically for this new position with less pay. It demands a different sort of energy than my present business asks, but I have a burning ambition which should make up for my lack of adjustment at first to the new work. Then, too, I'm sure I have the right sort of personality, or I never would have felt it was worth my effort to leave one job for another.

"I feel that if I remain with my present firm much longer, I'll go 'stale' and they're sure to eliminate me if I cease to be as valuable to them as I have been in the past. So why not quit while I am still respected and drawing a good salary, instead of being asked to leave later? And as long as I have the opportunity to go into a new line of work now, I might as well capitalize on it.

"I think every man should have the right to do the work he really wants to do. That is, if he is fitted for it. And if he makes good, then he's successful. After all, success is doing what you want to do and getting paid for it.

"So I'm sure I wouldn't be making a mistake in going into this new line of work. It would mean 'hard sledding' at first, and more economy than I've practiced in some years. But still, it would be worthwhile if I could be happy and better myself by the change. I could stand much smaller wages, because I have enthusiasm to make the work appealing.

"If I were willing to spend my life doing the average things so many people do, I suppose I'd stay with my present job. But I feel too sensible not to better myself when I see a rare opportunity like this one before me.

"I know the new business is sound. Others have gone into it and



proved its soundness. And I've had opportunities before this to quit my job with the firm and go somewhere else for a higher salary, but I foresaw that those offers meant only temporary work, and that I would be risking a lot by accepting them. Time has proved that I was correct, so I now feel as though my judgment, having been sound in past cases, is pretty dependable now.

"Staying with the firm now when I have such an opportunity seems to be a matter of false pride more than anything else. I can stand less salary for a long time, if it will mean eventual advancement and chance to really express myself. Taking this new position or remaining on with my present one is the difference between right and wrong. At least, I feel that way about it. There is a place for me where I will be needed and used in a good, growing business. And there are a hundred jobless men now who would be just as good as I am in the position I now hold.

"I have analyzed it honestly, and I feel I am right in casting my future where the future looks the most promising.

"As I have concentrated on this problem with a clear mind, unmoved and uninfluenced by outside thought, I have come to the conclusion that I should MAKE THE CHANGE in businesses as soon as possible."

-oOo-

Of course, in going over any problem for the first time, you will not be able to analyze it thoroughly. For this reason, you should take up the same problem each day until all angles have been viewed, considered and exhausted. When this is accomplished, then you will be able to judge the matter with practically 100% accuracy.

In our FOUNDATION COURSE entitled, "Outwitting Tomorrow," you are taught that there are only FIVE Departments of Life (see page 33). Each problem should be viewed and analyzed from each of these five major aspects of life.

Each of the Five Departments of Life should be broken down still further with, Who? What? When? Where? Why? How? Often, the breaking down work can be still furthered by the use of, Size? Shape? Color? Past? Present? Future?

On page thirteen of Monograph No. 20 -- "Special Privileges" -- under the title of "Magic Door," you will find a wealth of information for visualizing so perfectly that mental characters become as real as flesh-and-blood people.



## MASTERING MENTAL MAGIC

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### Part Two -- "DEVELOPING FORESIGHT"

In the country where I spent a good deal of my early youth there was a pretty little valley between two low ranges of mountains. A railway ran straight across the narrow valley. There was a small town in the middle of the valley, where the local passenger train always made stops. On wet, rainy days, the little engine could not pull the train up either mountain and out of the valley -- yet it always managed to get out! The method was quite simple. The engineer simply backed the train up as far as he could and then started forward at full speed. The train went sweeping through the little valley and up over the mountain ahead with but little effort.

This is just a simple illustration of how we are to back up and get a good running start toward the mountains of brand new ideas.

Let us say that you are an automobile manufacturer. Naturally, you're interested in "scooping" the very newest automotive mechanical ideas. You would like to possess the faculty of foresight, so that you could look ahead into your line of industry and view some of the new ideas, plans and inventions that eventually will revolutionize the automobile industry. But to do this, you will have to back up so that you can puff past the little station in the valley (which is where you are now) and steam up over the mountain of present-day things, on to the big, new ideas of tomorrow.

The very first thing to do is to seek out a place where you will be undisturbed. When I say "undisturbed," I don't mean a place where everything is dead, complete silence. In fact, don't select a place of that sort. Find a location where you can be physically quiet. As long as you're away from other people far enough so that you can't hear what their voices are saying, you'll be undisturbed. In fact, a little noise such as distant voices or passing motor cars actually takes up the loose ends of concentration and helps you to think more clearly.

After you have practiced your mind-clearing exercise, which I gave you in the previous chapter -- "Psychic House Cleaning" -- sit down in a comfortable chair. Lean luxuriously against the back. Continue with the tensing exercise until you have that marvelous feeling of being completely alone with your thoughts. Then relax. But the moment you are bothered with outside thoughts "cinch up" on the muscles sufficiently to force out the vagrant thoughts.

Now take your mind back twenty years or more. Visualize the



automobile of twenty years past. If your're an auto mechanic, you probably have been in the business that long, or even longer, so you easily can picture the old-time car. Notice how undeveloped it is. Let's say you're interested especially in car designs. Here is Henry Ford with his old "Model T." Picture Henry Ford right there in the shop. Walk over to him and say, "Mr. Ford, I'm the spirit of today. You realize, Mr. Ford, that back here in "Model T" days, you are years behind me in ideas for plan and design. How would you like to have me work with you and bring you at this very time some ideas the automobile industry won't discover for another twenty years"?

After you've made your little speech, let "Mr. Ford" talk. (Remember, this must all take place in your mind as vividly as if you actually were experiencing it.)

See "Mr. Ford" as a real human being, moving and talking. It isn't necessary to have a true mental picture of him -- let your imagination have a little leeway in this. See "Mr. Ford's" face light up, see him come over to you, putting his hand out and saying--

"Mr. ----- (be sure you hear "Mr. Ford" call you by your name) you're the very man I've been looking for. You've no idea how welcome you are! Let's talk these things over."

Then imagine that you and "Mr. Ford" are walking over to one of his latest 1914 productions. You stop in front of it and "Mr. Ford" addresses you:

"Mr. -----, we feel that in many ways our 1914 design could be improved. We admit it's beautiful, but still we'd like to have a more perfect car -- as far as design is concerned."

Now here is where the important work comes in. There is where you train "Mr. Ford" (really your Subconscious realm of mind) to think for himself -- for you. In other words, you will use a certain group of brain cells in this new work which will be known as "Mr. Ford," and these cells are going to be taught by you to act intelligently. You're going to teach them to pick up their own ideas of improvement, step by step, until you get right up to this very moment. Then you're going to continue on over the mountain out of the valley of today, and into the highlands of tomorrow.

The first question you ask "Mr. Ford" is: "Why don't you improve the general appearance of this car"? (You do everything by questions, listening carefully to the answers.)

"That's exactly what I propose to do," "Mr. Ford" will tell you. "But I'm just a little hazy about new ideas."

"Don't you think if the car were built lower it would improve it in many ways"? you ask "Mr. Ford."



He stops and thinks for a moment. Then he enthusiastically replies: "Why, that's a wonderful idea! Naturally, if the car is lower, there would be a vast improvement. In order to do that we'd have to make several changes, wouldn't we? We'll lower the frame and the seats several inches. We don't need so much head room anyway. Why, that'll take more than a foot off the top of the car! I can already see how it will improve the appearance, stability, even the wind resistance! Mr. -----, I'll have these changes made tonight, and when you come in tomorrow I'll show you OUR (yours and mine) NEW CREATION!"

Shake hands with "Mr. Ford," see him beam on you as he bids you good evening. Then let the picture sink gently into the Subconscious.

Your next experience should occur the following day. If you're positive that you can devote a few minutes at a set time the next day to the idea, tell "Mr. Ford" the exact time you will call, then be sure to be there on time.

Greet "Mr. Ford" with, "Well, 'Mr. Ford,' I am very anxious to see what you've done with the ideas I gave you."

"Mr. Ford" will say, beamingly, "Just turn around and look at them."

In your imagination, you turn around and look at the new creation. Remember, you haven't been trying to visualize how the new car would look, so you view it with complete surprise. If you do this, you'll find that "Mr. Ford" has not only carried out your general ideas correctly, but he has added a few touches of his own.

Walk around the car and say to "Mr. Ford," "You've done a fine job from the few ideas I gave you. In fact, I am much pleased with your ability to comprehend MY new ideas and your capacity to ENLARGE upon them."

"Mr. -----," he will say, "we worked all last night on these ideas." (Remember that the subconscious mind always does its best work when you are away -- that is, when you are asleep.)

"Mr. Ford, when I left last night I knew you'd make something out of the suggestion I gave you, and here it is. Now, don't you think it's a wonderful improvement on your other models?"

"Yes, it's a tremendous step forward. I am delighted with what we have accomplished in so short a time. And I'm anxious that you should give me more ideas for further improvements."

Visualize "Mr. Ford" as looking at you earnestly, and calling upon you for more ideas. But don't hurry the reply. Walk around the car. Come back to your former position.



"Mr. Ford, I want to see this car continue to improve. You can make a thing of real beauty out of it. Let me ask you a question. Don't you think if you put a larger hood with a neatly designed radiator on the car and took off that d--- brass band, you'd make a great improvement? Of course, in order to do that you'd have to make the body of the car a little fuller. And while you're putting on a wider windshield, why not have it slant backward a bit? Give it a racy appearance."

"Ford" stops and thinks for a moment, then his face shows deep interest and he sees your ideas clearly.

"Your new ideas are wonderful. I'll have my night crew ready to start in at once. You'll be proud of what I'm going to do. It's peculiar I never thought of doing these things before, but since you started working with me, new ideas are coming thick and fast."

"Mr. Ford, you're not only going to produce a model of twenty years ahead, but you are going to go ahead of all of today's models as well. You can be sure of that."

This gives "Mr. Ford" (your subconscious) the first idea that you not only want to produce right up to the present, but beyond and into the future. That's what you're training "Mr. Ford" for -- to think right up into the future. If you take time to train "Mr. Ford" this actually can be done. But you mustn't go too rapidly. In fact, this can't be done in a few sittings.

Remember, when you go into the shop in your imagination, you never see the creation from a distance. You must greet "Mr. Ford," realizing that from where you stand the creation is a few feet behind you. In order to see it, you must turn around. Don't anticipate in advance how it will look. Just turn around in your imagination and view it. If you've done everything correctly and haven't proceeded too rapidly from step to step, the latest creation will be ready for you each evening.

Of course, you know by this time that the "Mr. Ford" you have created is a highly developed portion of your Subconscious realm of mind. It has wonderful ability, far beyond that of your fondest hopes. When your Subconscious goes ahead and does something clever that you hadn't thought of, be exceedingly happy, but don't act surprised. To act astonished would indicate that you had under-estimated your Subconscious ability.

I purposely chose the automobile because it's been constantly improved ever since it was first put on the market. And from every indication, there is still room for many more improvements in the mechanical end, as well as in design.



Never waste time on something that's been perfected, or something that might bring little financial remuneration even if extensive improvements were made. For example, take the cream separator. Forty years ago you could have made plenty of improvements upon it, but as far back as twenty years ago, all practical improvements had been made and there was little chance for further perfection. Separators were so perfected that they not only took the cream out of the milk, but almost all of the white along with it. Leave perfected ideas alone! Take something that is still in its infancy and has splendid possibilities for sales after it has been improved.

There's still plenty of opportunity for the perfection of the radio and television. Aviation is still a baby, with room for great development. Mechanical devices of every kind and description can be improved. Traffic problems are still far from being solved. No one as yet has found a satisfactory method for dealing with intemperance and the consumption and administration of alcohol. There are vast fields yet left undiscovered in almost every line of industry, commerce and government. Regardless of what line you are in, there's always a better way of making your article, or at least, of improving distribution and eventual sales.

I want you to understand that the principle of future visualization applies to women as well as to men. Just because I gave "Mr. Ford" and the automobile as an example to illustrate the idea doesn't mean that this formula can only be used by men. All men aren't mechanics, you know, just as all women aren't fashion experts.

But if you are a woman, go back to the fashions of 1914, if you wish, and confer with Chanel and Lelong on styles. Then develop your ideas from there into the present and the future. Or, if you are more interested in decorating and designing new materials for dress-making, then use those things as a basis for your dream-idea. You might even prefer to use the art of make-up and evolve some startling new face cream or shade of lip rouge. Try anything that appeals to you. Just because I gave you "Mr. Ford" as an example doesn't imply that you should use mechanics in your visualization.

It is very important that you visualize a real person who goes ahead and works things out for you and with you. If there has been no outstanding character in your field of activity you like, then conjure up a "person" in your mind. It always is best to "create" one in your imagination that appeals to you in looks and action.

At first, you can only work on one idea at a time. Later on, you can be working on two, three, or more separate and distinct ideas. Each idea must have its own, separate Subconscious individual who pioneers the work.



## MASTERING MENTAL MAGIC

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### Part Three -- "DERIVING GREAT BENEFIT FROM DREAMS"

Nearly everyone dreams. If you have fairly clear dreams, try out the following idea. The next time you dream, take the most vivid part of your dream and "go right back into it" upon awakening. In the dream something was prominent. Let us say there was a chest, trunk or box. You didn't have an opportunity to look into it, but you are curious to know what it contained. It is a very simple matter to look into those things if you proceed correctly. What they contain often is the clue to the solution of a difficult problem.

Let us say that an old trunk was the prominent point of your dream. When you awaken, go right back into the dream consciously. It will all be very clear to you. In your imagination, walk over to the trunk and unfasten the lid. Open the trunk. Look into it. What is in the trunk and what comes to your mind when you first view its contents are very important. Often, the subconscious will give you the exact key to its meaning the moment you look into the trunk. The subconscious won't speak in so many words, but it will give you the answer in picture form.

For myself, I usually sleep quite soundly. Once in a while I'll have a vivid dream. I well remember one I experienced several years ago. At that time I was under a heavy strain. New lessons for students were in progress of completion, and I felt that I had to attend to all the details myself. The dream was something like this:

I found myself in a large room, beautifully decorated, glowing with subdued lights. On all sides were closed doors, but there was not a window in the place. After awakening, I told myself that I was going to "reconstruct" the scene and discover what was behind the doors. It required very little effort to re-visualize the room I had seen only a few seconds before, and everything stood out clearly. I viewed several of the doors along one of the walls. My subconscious directed me to open a certain door, so I grasped the knob, turned it, and pushed the door wide open. What do you suppose I saw in the room? Well, it was cluttered up with garden tools, shovels, hoes, rakes, pitchforks, spades, sticks, stakes, trowels, and many other objects.

I wondered what it all meant. The subconscious told me (not in words, but in thought) "This is the condition of your mind. Stop trying to do all the work and train others to work." I found that the garden tools were intended to represent my assistants. Since that time, I have shifted every possible bit of my work onto the shoulders of subordinates.



About a year later the same dream was repeated. It was the same large room. There were the same doors, the lights were still subdued, as before. The moment I awakened, I began to reconstruct the scene. What door do you think I chose to open this second time? You're right! The very same door I had opened previously. But instead of seeing a dismal, dark room, filled with disorder, I saw a brightly lighted, sunny room. And instead of garden tools, "laying down on the job," I saw a neatly arranged row of tools standing up in each corner of the room. Instead of a dirty, unkempt floor, I found richly cultivated soil, with row after row of exquisite flowers growing and in bloom. Everything seemed to radiate sunshine, joy and happiness. The garden tools almost seemed to ask me, "How do you like it?"

I was pleased beyond words. I realized a great improvement had been made in me, and also to the benefit of those with whom I worked.

Whenever you have a vivid dream, analyze it the moment you awaken. Don't wait until morning, but do it at once. If there are trunks, cases or boxes, yank off the various lids and look inside. When you do this, listen for an explanation from your Subconscious. It may be the answer to a great problem, or may be a clue to your illness, financial misfortune, etc. On the other hand, it may mean nothing. I have yanked open trunks, cases and boxes and found things of little importance.

Folks suffering from inferiority complexes often will dream that other persons are trying to harm them. Whenever you dream of any person or group, immediately upon awakening, go back and have a talk with them. If the person attempted to harm you, go back and have it out with him. Get to the source of your trouble, and find out what it's all about.

This may all seem very peculiar to you, but after a little time, it will be great sport. It will become something intensely interesting and will be wonderfully profitable. With a little practice, you can become conscious enough, and yet remain enough asleep, so that the dream will continue on while you actually are asking the characters questions. They may give you some wonderful answers. You may receive tips on health and financial matters that may be a fortune to you.



## MASTERING MENTAL MAGIC

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### Part Four -- "MARVELOUS SUB-CONSCIOUS ACTIVITY"

In this section of "Mastering Mental Magic" we consciously and unconsciously employ the sub-conscious realm of mind to cause it to do things for us that our conscious realm of mind couldn't possibly do.

For instance, tell your conscious realm of mind to awaken you at a given time in the morning, and if you depend on it, likely as not, you'll sleep forever. The conscious mind just doesn't do those things -- it hasn't the ability. In other words, it isn't equipped for such activity. But the sub-conscious realm of mind possesses all the equipment necessary to do things that often amount to the supernatural. Anything that can be understood is termed "natural." Anything that the reasoning mind cannot understand (that is, mode of operation) is supernatural.

I had an uncle who rose at the same hour every morning, winter and summer. He never used an alarm clock. In fact, there wasn't one in the house. But it is said that he never missed five o'clock in the morning by more than three minutes. Exactly how did uncle know what time it was? How did his sub-conscious mind awaken him? The answer is quite simple. His sub-conscious mind awakened him at the hour he desired it to do so. And that's really very easily understood. But how the sub-conscious knew that it was five o'clock really is a mystery. Did uncle's sub-conscious mind go dashing out into the hall at regular intervals during the night in order to look at the clock to determine when it was five? If so, how could it see in the dark? In winter time, daybreak never occurs before six at the earliest.

The Sub-conscious realm of mind actually is very wonderful. Let us say that we naturally don't know how it arrives at conclusions or gathers information -- but we're certain it does, nevertheless. What interests us is to keep it constantly working for us, and all the while we will consciously keep informing it as to what information we desire.

If you are very wise, you won't try to discover how the sub-conscious gets its information, for the moment you start to play detective and snoop into its modes of operation, it ceases to function. So leave well enough alone.

And here's a little secret -- a way to get the attention of the sub-conscious. You know your dog won't pay any attention to you if you are talking to a friend in the presence of the dog. But if you



mention your dog's name in your conversation, the dog will at once prick up its ears and start to listen to you. The same is true of your sub-conscious. You do so much talking to everybody and so very little to your subconscious that it probably would "drop dead" if it suddenly found you were talking to it. In order to get its attention you must give it some sort of a name. Why do you name your dog? Is it just an identification tag to use when you mention your dog to others? No, it's quite a bit more than that. It's for the purpose of calling your dog to give it orders, so that it will know you're talking and dealing with it. The same holds true with your sub-conscious. You must give it a name so it will know you're talking to it.

Well, what would be a nice name for THE MAN INSIDE? Why not use your own name? Or maybe you don't care much for your own name, which might be Steve, Bill or George. In such a case, select a nice name for your inndrself, one that you really like. People named George may not care for it, so perhaps they'll name their sub-conscious realm of mind "Glenn." But at first your sub-conscious doesn't know you've given it the name of Glenn. However, if you piked up a stray animal and made a pet out of it, it wouldn't be so very long until it would answer to the name of "Bosco," "Bruce," or "Bruno," or whatever you had chosen to call it. And the animal would know you were talking to it, that you wanted it to do something, to eat, to play, get the cows chase the cat, etc.

This same sort of thing applies to your sub-conscious after you have made a friend of it and definitely named it. As long as you never call anyone else by that name regularly, then you can be certain that the sub-conscious will obey your will when you call it by name and direct it carefully. For this reason, it is a good idea to give it a nice name that is not too common.

But to begin, it is going to take the sub-conscious some little time to realize that you have become friendly and personal with it, and that you actually have named it "Glenn," or whatever the name is you have chosen. So after this, start teaching "Glenn" some tricks. I mean to say, commence to teach him to do things for you.

#### THE RISING CALL

In the first part of this course, on page 6, we gave you a practice for making yourself receptively quiet. So before you direct the sub-conscious, use this little formula. Just as soon as you are perfectly quiet, say to it, "Glenn, I want to get up at six o'clock each morning. You and I are pals. I'm going to do the sleeping, and you are going to wake me at exactly six each morning. Remember, Glenn, WAKE ME AT SIX EACH MORNING, BEGINNING TOMORROW MORNING!" It would be a good idea to visualize the face of the clock, with the hands pointing to six o'clock.



Try this for one week, and don't be surprised if you're awakened promptly at six each morning from that time on. Of course, many people will experience satisfactory results on the third morning, some on the second, and not a few on the first. There is just one way to thank the sub-conscious and that is to get up the moment it awakens you. If you do, it will continue to wake you at the desired hour.

The reason I gave the above exercise is because you yourself probably know it's a fact, you've experienced it. If you haven't, then start at once. Make it a definite reality, and in that way, you will accomplish the next sub-conscious test without difficulty.

### THE TIME PRACTICE

Any moment during the day you wish to know the time don't look at your watch or a clock. Make your mind mentally quiet by simply pressing the teeth and lips together, with your tongue against the teeth, as prescribed. Do this for a moment, as it acts as a splendid quieting measure; then relax. Say to the sub-conscious, "Glenn, what time is it"? Keep your mind blank and listen carefully. The correct time may come to you in one of three ways:

1. By just knowing suddenly what time it is.
2. The sub-conscious may speak the words, "It is seventeen minutes past four."
3. You may see the face of the clock or watch, indicating the exact time.

At first, you will want to compare answers, regardless of how they come, by checking with the nearest timepiece. If the time is correct or very nearly so, say to Glenn, "You're doing fine. I appreciate it very much. Always give me the exact time as you've just done."

But if Glenn happens to be several minutes off after you've checked with your watch, say, "Glenn, the time you gave me was ten minutes slow. You did very well, but I want you to always give me the exact time." In this way you impress the sub-conscious with your constant desire for the correct time.

If you are in the habit of waking up during the night, don't make a practice of it. However, say to Glenn, "Glenn, what time is it"? Give the sub-conscious a moment to get the time through to you, then as soon as you have it, switch on the light and check up. If it's correct, thank "Glenn," and if it isn't, then correct "him!"



## CARD FEATS

Playing cards are very fine to use for practice. Take five at random from the deck. Look at each one closely enough so that you can shut your eyes and see them plainly. Now shuffle the five cards among themselves and put them on the table in a row, face down. You have the face of each card definitely pictured in your mind. All right: Now decide which card to pick up. After making your decision say, "Glenn, I want to pick up the ace of spades. Which one is it? Show me." Wait a moment until "Glenn" directs you to it. Then pick up the card to which your attention has been drawn. If it's the right card, thank "Glenn." If it isn't, then correct him, always gently. Try this over and over until you can always pick the right card. And when you have mastered it with five cards, then try it with ten. Then increase the number of cards until you can select any card from an entire deck of fifty-two.

## PICKING THE WINNER

Your next test will be to attend a foot race, dog race, or a horse race. Your problem is to tell in advance of the race just which man or animal is going to win. If "Glenn" can give the correct time any moment of the day or night, and if he also can select the right card from a deck of fifty-two, then he certainly ought to be able to tell you (with sufficient practice) what number is going to win the race.

If you are at a foot race, say to "Glenn," "Tell me definitely which man is going to win this race." The reply might be, "Number Sixteen will win," or whatever the number happens to be.

Or, it may be a dog race you are attending. Do the very same thing. If it's a horse race, look over the horses as they come out, noting particularly what the numbers are. Then say to "Glenn," "Which horse is going to win, Glenn?" But before asking the question, become receptively quiet for a moment and expect to receive the answer in any one of three ways:

1. By the sub-conscious drawing your attention to the winning horse as they line up.
2. By suddenly giving you the information that a certain horse will win in the form of the horse's name.
3. By showing you a "photograph" of the horse's number.

## TELEPATHY FEATS

The following material is the advance-test method of developing your power. When you receive a letter from a friend, make yourself



quiet for a moment, and then put the letter gently across your forehead before you open it. Say to "Glenn," "We've just received a letter from Jimmy. What does he say in it"? Now keep the mind a blank from stray thoughts and listen alertly. The entire content of the letter may suddenly flash into your mind -- not necessarily in so many words, but as so many complete ideas.

If you wish to branch out into a slightly different field, try these ideas on your friends. "Glenn" always will help you, although by this time you won't need to ask him for assistance. He'll volunteer it.

Have a friend call you on the telephone. Select someone who is in the habit of calling you quite often. You know about the time of day it is most convenient for him to call; the time he usually does so. Now make yourself quiet, as previously described. Relax thoroughly and get a good mental picture of your friend. As soon as you get the picture of your friend, say to it -- "Jack, call me up right now; I want to talk to you." Make the thoughts you are sending out to Jack good and forceful. Even see Jack in your mind as you mentally repeat the words. Do this several times. When he calls, tell him you wanted him to call, and you're glad he did. Go ahead with your conversation, but don't tell him you sent him a telepathic message. If he shouldn't call within a few minutes, try the process all over again. Repeat it until he does call. Of course, don't repeat your messages too closely together. And if he doesn't call within a reasonable length of time, then there's probably some good reason for his silence.

Here's another exercise. When you're walking up the street, concentrate on someone a few paces ahead of you. Repeat this demand or command as you concentrate on the back center of his head; "Turn around and look at me . . ." When he turns around and looks at you, say to "Glenn," "Nice work, Glenn!" With a little more practice, you will be able to make people turn around and look at us at the very first command."

Of course, it's best to select some person who is not in a hurry. People walking rapidly along the street usually are late for an appointment and have their minds tied in such a mental knot that they are totally unable to respond to your demand. Try the person who is ambling along, seeming to go nowhere in particular.

After you have made sufficient progress with the above tests, then it would be a splendid thing to take someone into your confidence and teach him the art of concentration. After he has progressed sufficiently so that he can close his mind to outside thoughts and can actually concentrate for himself and give a good demonstration of his prowess, then proceed to develop the mind-reading ability you both now possess in its undeveloped form. Here's how to proceed:



## THE DIME FEAT

While your back is turned away from your partner place a dime (or any thin coin) under any one of a group of three books on a table before you. When you have it placed, tell your partner to turn around and visualize which book the dime is under. You must concentrate on the book and also the dime. It might even be best for you to close your eyes so you can have perfect visualization. If you have placed it under the middle book, then mentally broadcast to your partner -- "It's under the middle book; it's under the middle book; IT'S UNDER THE MIDDLE BOOK!!!

It is absolutely necessary that the two of you develop evenly. That is to say, part of the time you must exchange places in performing the dime feat, so that he may broadcast to you. It's true that some people can broadcast much better than receive and some just the opposite, but you must practice that in which you are weak until you have developed perfectly.

Don't practice with anyone who is skeptical or uninterested, because it makes unpleasantness for both of you, and neither one will gain anything from the experience. It always is best to practice with a friend, with someone of the opposite sex, or a friend of your own sex. In this line of work, sex makes no difference. It is pure mental procedure, and sex never enters into it.

After you can perform the "dime feat" favorably and with quick results, think up a dozen and one interesting concentration acts of your own. Increase the books to a larger number. Use not only books, but a variety of different objects. Later on, as your powers develop, you'll be able to find the dime when it is placed under any object in a room.

## TELEPATHIC WRITING

Another absorbing feat goes like this. Write a simple message on a piece of paper. When I say "simple" I mean something like, "John is twenty-one years old," or, "Mary looks very pretty in her new dress." Write your sentence or simple thought legibly. Then concentrate on it and have your partner read your mind. Have him write the same message on a similar slip of paper. If he can read the picture in your mind clearly enough, he can even imitate your handwriting he will have so vivid an impression. Try it.

I have given you all this valuable information, because it is very useful for a number of reasons.

1. It helps you to master Self.
2. It helps you to learn to concentrate in a most potent manner, yet is so interesting that you're not tired by it.



3. It helps you to learn to read anyone's mind.
4. It helps you to pick up knowledge from out-of-the-way and hidden sources which many people never discover.
5. It assists you in conveying your ideas more clearly and accurately to other people.

And in conclusion, you will not only become more sensitive to the personalities and mental processes of other people, but you will grow to understand them better and become closer to them. You will make faster friendships with individuals, and find yourself better liked and more appreciated. And you will have an infallible guide in the form of your "Glem," or whatever you have named your Subconscious realm of mind.

You'll get an answer to every question you ask yourself, and you'll have the satisfaction of knowing it's right. That in itself should more than repay you for the effort you spent in mastering mental magic!

Then, too, people will begin to find a new difference in your personality, a new depth -- something they never suspected before. You will make new friends and more lasting ones, for the mastery of mental magic gives you a new lease on your sub-conscious and a new understanding of your potential powers. You will be in command of your own will, and with it, you are on the road to glorious achievement. Put these exercises into practice. Make them work for you. Have and do the things you've always wanted to do, but haven't known how to do. Really begin to realize yourself for the first time in your life and reap great rewards from that marvelous realization! Master your mental magic so that you are the magician and the sub-conscious is your assistant! Thrilling success to you!

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